



THE LENDER'S ADVANTAGE

A Joint Publication of the Des Moines District Office and the Cedar Rapids Branch Office

AUGUST 2010

INFORMATION

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OR

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Fresno Servicing Center

Fresno, CA
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6501 Sylvan Road
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*All SBA programs and
services are provided on
a nondiscriminatory basis.*

SBA Disaster Assistance Now Available in Iowa

Dear Lender –

On August 14th President Obama signed a disaster declaration providing disaster assistance to 29 Iowa counties due to severe storms, flooding and tornados. This declaration has been expanded to 32 counties for individual assistance. An additional 22 counties have been declared eligible for public assistance, which is administered by FEMA and directs aid for public infrastructure losses. We encourage you to make the information regarding the availability of assistance from FEMA and SBA to your customers and residents of your community that may have been impacted by the recent storms and flooding.

As many of you are aware, in times of disaster SBA's role expands far beyond that of serving just small businesses; we also provide assistance to renters, homeowners, businesses of any size, and non-profit organizations.

SBA's disaster assistance is in the form of direct loans to cover uninsured and uncompensated losses to buildings and personal property. We have already activated our response teams and have enough internal resources in place to respond to the expected loan demand that may increase as a result of the floods.

A listing of declared counties is included under a separate article in this newsletter. To get an up to date listing, check our website at http://www.sba.gov/services/disasterassistance/basics/recentdisaster/SERV_RECENT_IA_12279.html. You will also find the current listing of the disaster recovery centers.

To begin the disaster assistance process, individuals, including businesses, should register with FEMA by calling them at 800-621-3362. We encourage all individuals and businesses to register and apply even if they believe they will be fully covered by insurance. Registering and applying ensures they have a request in process if for some

reason the insurance does not fully cover their losses. We encourage disaster applicants to take advantage of the online application for both homeowners/renters and businesses. The online application can be found at the following web address: http://www.sba.gov/services/disasterassistance/SERV_APPLY_FOR_A_DISASTER_LOAN.html

For additional FAQ's regarding our disaster loan program, please visit: <http://www.sba.gov/services/disasterassistance/basics/FAQs/index.html>.

SBA is encouraging participating 7(a) lenders and Certified Development Companies (CDCs) to provide deferment relief for borrowers with lender-serviced SBA-guaranteed 7(a) loans and CDC-serviced 504 loans in the declared disaster areas and contiguous counties. Further guidance regarding SBA procedures for deferments of 7(a) 504 loans can be found in SOP 50 50 (4), Chapter 4, Para. 13.f, Chapter 5, Para. 8 and Chapter 8, Para. 8.c.(3) or by contacting the Des Moines District Office.

On a related note businesses that have been impacted by the recent National Guard deployment may be eligible for economic injury disaster loans as a result of the deployment of key employees. Additional information is available on our disaster website. These are challenging times as we move forward with the recovery operations throughout the state. Nevertheless, the SBA has a full array of lending and technical assistance tools available to assist you and your customers.

If you have questions or have challenging and unusual circumstances regarding our disaster assistance program, please do not hesitate to contact SBA's disaster customer service office at 800-659-2955. For questions on SBA's other loan products, please contact the SBA staff in Cedar Rapids at (319) 362-6405 or in Des Moines at (515) 284-4422.

SBA Assistance Available for Small Businesses, Homeowners, Renters and Non-Profits

Low-interest disaster loans from the SBA are now available to Iowa residents and businesses in several Iowa counties as a result of President Obama's Federal disaster declarations.

The declaration covers the following counties in Iowa, as a result of the tornadoes, severe storms and flooding that began on June 1, 2010.

Primary Counties *(eligible for both Physical and Economic Injury loans)*

Black Hawk, Cherokee, Clayton, Decatur, Delaware, Dubuque, Fayette, Franklin, Hamilton, Howard, Humboldt, Ida, Jackson, Jasper, Jones, Kossuth, Lee, Lucas, Lyon, Mahaska, Marion, O'Brien, Osceola, Polk, Ringgold, Sioux, Story, Taylor, Union, Warren, Webster, and Wright.

Contiguous Counties *(Economic Injury Loans Only)*

Adair, Adams, Allamakee, Appanoose, Benton, Boone, Bremer, Buchanan, Buena Vista, Butler, Calhoun, Cedar, Cerro Gordo, Chickasaw, Clarke, Clay, Clinton, Crawford, Dallas, Des Moines, Dickinson, Emmet, Floyd, Greene, Grundy, Hancock, Hardin, Henry, Iowa, Keokuk, Linn, Madison, Marshall, Montgomery, Page, Palo Alto, Plymouth, Pocahontas, Poweshiek, Sac, Tama, Van Buren, Wapello, Wayne, Winnebago, Winneshiek, and Woodbury.

Disaster Recovery Centers are currently open in these counties:

Jasper County

114 N. Walnut
Colfax, IA 50054
Mon – Fri 9 a.m. to 7 p.m.
Sat. and Sun 9 a.m. to 5 p.m.

Mahaska County

Corner of 3rd and S. 11th Streets
Oskaloosa, IA 52577
Mon – Fri 9 a.m. to 7 p.m.
Sat. and Sun 9 a.m. to 5 p.m.

Polk County

Boys and Girls Club of Central Iowa
1740 Garfield Avenue
Des Moines, IA 50316
Mon – Fri 9 a.m. to 7 p.m.
Sat. and Sun 9 a.m. to 5 p.m.

Delaware County

2655 210th Street
Earlville IA 52041
Mon – Fri 9 a.m. to 7 p.m.
Sat. and Sun 9 a.m. to 5 p.m.

Anyone who cannot visit a Disaster Recovery Center should call the SBA Customer Service Center for information and assistance at 800-659-2955, email SBA at disastercustomerservice@sba.gov or visit SBA's Web site at www.sba.gov/services/disasterassistance.

Disaster loans up to \$200,000 are available to homeowners to repair or replace damaged or destroyed real estate. Homeowners and renters are eligible for up to \$40,000 to repair or replace damaged or destroyed personal property.

Businesses of any size and private non-profit organizations may borrow up to \$2 million to repair or replace damaged or destroyed real estate, machinery and equipment, inventory, and other business assets.

For small businesses only, SBA offers Economic Injury Disaster Loans (EIDLs) to help meet working capital needs caused by the disaster. EIDL assistance is available regardless of whether the business suffered any property damage.

Interest rates can be as low as 2.750 percent for homeowners and renters and 4 percent for businesses with terms up to 30 years. Loan amounts and terms are set by SBA and are based upon each applicant's financial condition. SBA can also lend additional funds to homeowners and businesses to help with the cost of making improvements that protect, prevent or minimize the same type of disaster damage from occurring in the future.

To be considered for all forms of disaster assistance, victims should first call the Federal Emergency Management Agency (FEMA) at (800) 621-3362. Additional details on the location of assistance centers can be obtained by calling the SBA Customer Service Center at (800) 659-2955. The filing deadline to return applications for property damage is October 13, 2010. The EIDL deadline is May 16, 2011.

ARC Loan Program Ends September 30, 2010

We would like to remind our lenders that SBA's temporary America's Recovery Capital (ARC) Loan Program ends on September 30, 2010. SBA cannot guaranty an ARC loan after that date. While funds are low, SBA does still have funding available to guaranty ARC loans at this time. If you have a customer that may be suitable for an ARC loan and you need assistance in putting an application together, please contact us today. For additional information on the ARC Loan program, visit our web site at <http://www.sba.gov/recovery/arcloanprogram/index.html>

New Matrix for Lender Unilateral Service and Liquidation Actions

SBA Participating Lenders are allowed to take several servicing and liquidation actions without SBA concurrence. We have developed a handy Matrix for your use in determining which actions require SBA approval and which actions you can take unilaterally. All unilateral actions must comply with SBA loan program requirements.

Lenders must document the business reason and justification for their decisions and retain this and supporting documentation in the loan file for future SBA review to determine if the actions taken were prudent, commercially reasonable (consistent with generally accepted

commercial lending practices) and complied with applicable loan program requirements. When taking actions that fall within the lender's unilateral authority, the lender is encouraged to notate the loan file with a statement such as, "This action was taken under unilateral authority." We also suggest that you put a copy of the current version of the Servicing and Liquidation Actions Unilateral Matrix in the loan file along with your other documentation.

Also, please note that some of the unilateral actions taken require notification only to SBA. Those actions which require notification

to SBA are indicated on the Matrix.

You can obtain a copy of the most current version of the matrix from our banking website at www.sba.gov/banking. Click on Commercial Loan Servicing Centers then Forms Library on the right. The Matrix is the last item under Non Numbered Forms.

If you have questions or need assistance in locating the form, please contact one of our Lender Relations Specialists in the Des Moines District Office at 515-284-4422 or the Cedar Rapids Branch Office at 319-362-6405.

SBA Lender Activity Report for JULY

LENDER NAME	LOCATION	#	AMOUNT
AMERICAN TRUST & SVGS BNK	DUBUQUE	1	\$35,000
BANK IOWA	ALTOONA	1	\$105,000
BANKERS TRUST COMPANY	CEDAR RAPIDS	1	\$520,000
BELLEVUE STATE BANK	BELLEVUE	1	\$350,000
BLACK HAWK ECON. DEV.	WATERLOO	2	\$111,000
CITY STATE BANK	NORWALK	1	\$85,000
COMMUNITY 1ST CU	OTTUMWA	1	\$168,000
COMMUNITY BANK	INDIANOLA	1	\$150,000
EXCHANGE STATE BANK	COLLINS	1	\$171,000
EXCHANGE STATE BANK	ADAIR	1	\$53,600
FARMERS SAVINGS BANK	MARSHALLTOWN	1	\$35,000
FARMERS SVGS BANK & TRUST	TRAER	1	\$200,000
FARMERS STATE BANK	MARION	3	\$232,600
FIRST CENTRAL STATE BANK	DE WITT	2	\$260,000
FIRST IOWA STATE BANK	ALBIA	1	\$1,510,000
FIRST NATIONAL BANK	SIOUX CENTER	1	\$633,000
FIRST SECURITY BK & TR CO	CHARLES CITY	1	\$35,000
GREAT SOUTHERN BANK	MISSOURI	1	\$35,000
GREAT WESTERN BANK	IOWA	2	\$325,000
HEARTLAND BANK	SOMERS	1	\$150,000
HERITAGE BANK	MARION	2	\$105,000

LENDER NAME	LOCATION	#	AMOUNT
HERITAGE BANK NA	HOLSTEIN	3	\$429,000
HOME STATE BANK	JEFFERSON	1	\$85,000
IOWA BUSINESS GROWTH CO.	JOHNSTON	3	\$672,000
KASSON STATE BANK	MINNESOTA	1	\$394,000
LIBERTY BANK, FSB	WEST DSM	1	\$469,000
LUANA SAVINGS BANK	LUANA	1	\$34,500
NORTHWEST BANK	SPENCER	3	\$1,435,000
NORTHWEST BNK & TRUST CO.	DAVENPORT	2	\$75,000
NORTHWOODS STATE BANK	MASON CITY	2	\$350,000
PENDER STATE BANK	NEBRASKA	1	\$750,000
PIONEER BANK	SERGEANT BLUFF	1	\$35,000
QUAD CITY BANK & TRUST	BETTENDORF	2	\$1,234,000
SECURITY STATE BANK	WAVERLY	1	\$120,000
SIOUXLAND ECON. DEV. CORP.	SIOUX CITY	1	\$150,000
STERLING FEDERAL BANK	ILLINOIS	1	\$270,000
SUPERIOR FINANCIAL GROUP	CALIFORNIA	1	\$10,000
THE CLINTON NATIONAL BANK	CLINTON	1	\$105,000
U.S. BANK	IOWA	1	\$10,000
UNITED BANK OF IOWA	IDA GROVE	1	\$219,000
WALKER STATE BANK	WALKER	1	\$69,000

The following lenders were participant lenders in the SBA's 504 Loan Program in Iowa during the month of JULY

LENDER NAME	LOCATION	#	AMOUNT
CHARTER BANK	JOHNSTON	2	\$652,000
PREMIER BANK	ROCK VALLEY	1	\$182,500
MIDSTATES BANK	COUNCIL BLUFFS	1	\$165,000

LENDER NAME	LOCATION	#	AMOUNT
LIBERTY BANK	GARNER	1	\$93,750
BANK IOWA	VILLISCA	1	\$62,000